

CATHERINE GUY

Managing Partner
ByrneWallace

ACTIVITY We have maintained a healthy rate of growth on all of the key metrics year on year and are focused on ensuring that we maintain a continuing and sustainable level of growth.

We have developed and added services in the areas of regulatory investigations and enforcement, procurement, EU and competition, structured finance, tax advisory and compliance, health sector, and energy and renewables.

GROWTH DRIVERS We need to ensure that we deliver excellent services in a way that makes sense to our clients and adds value for them. The market is more sophisticated and competitive than ever, and we embrace the challenges that this presents.

We are well underway with a large project to upgrade and improve our practice management system, which will provide additional resources and support to our lawyers and our clients. We also have to continue to work hard to make sure that we attract and retain the best talent, and that we provide a good environment in which our people can flourish and develop their careers.

NOTABLE DEAL We acted for technology company Browserstack Ltd in relation to its \$50m Series A funding round with Accel. The Irish entity that took in the funding is the holding



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company - Browserstack has operations in India, Ireland and the US - and as far as we are aware this is the largest Series A financing to date in relation to an Indian-based tech company.

IRISH ECONOMY The economic rebound has been possible thanks to a very open FDI environment, strong export performance and a strong

entrepreneurial spirit. There is also a general resurgence of confidence. No one thinks that it is going to be easy, but it is clear that our clients are up for the challenge.

USP The feedback from clients and non-clients is that we are commercial, business-like, hardworking, accessible and very good to deal with.

**BYRNE
WALLACE**

Committed to Excellence.

A forward thinking law firm.

Contact:

Catherine Guy
Managing Partner
Direct: +353 1 691 5678
Email: cguy@bymewallace.com

www.bymewallace.com



Ireland Client Service Award - Chambers Europe Awards 2017
Excellence in Client Service - Irish Law Awards 2017
Deal of the Year Loans & Financing (SME Sector) - Finance Dublin 2017
A Top 10 M&A Legal Adviser - Experian MarketIQ UK 2017
Public Sector Top Legal Adviser - Public Sector Business Excellence Awards 2017
Law Firm of the Year - Irish Law Awards 2016